

Sales Engineer



Category

Commercial



Based in

Lancaster, UK – with the potential for remote working across the UK and Europe



Line Manager

Commercial Director



Salary Range

£40,000

About Us

NanoSUN is a fast-growing start-up company that provides hydrogen fuelling equipment and green hydrogen fuel to the fuel cell industry. The company has built and sold small scale prototype equipment for hydrogen refuelling to multiple customers and segments. It has secured funding to commercialise small scale refuellers and develop a range of mobile hydrogen refuelling stations for trucks, buses & cars. Recently, NanoSUN completed its first large-scale refueller prototype and received €2.5 million in European Innovation Council funding to support development of this system, and subsequent field-trials. NanoSUN is an expanding company, with the current team made up of highly experienced industry experts coupled with graduate, PhD and post-doctoral engineers and scientists.

About the Role

The Sales Engineer will work to qualify sales leads and support the delivery of sales contracts, as well as help prospects to understand NanoSUN products. They will manage routine sales enquiries from first contact to closure and undertake proactive prospecting to research, identify and qualify opportunities across the UK and Europe.

Key Accountabilities

- Drive increased revenue and profit to achieve the Company's growth plans.
- Understand customer requirements and problems. Communicate features and benefits of NanoSUN's products with the aim of finding a customer solution.
- Assessment of sales leads, which fit with the Company's strategy, to develop and maximise delivery of the sales pipeline. Focus on opportunities that will lead to future volume opportunities.
- Identify new sales leads. Design and undertake campaigns of proactive prospecting to secure new opportunities.
- Manage routine sales enquiries from first contact through to successful opportunity close (won contracts).
- With support from the wider NanoSUN team you will develop and deliver quotes and proposals for potential customers (including grant funding applications).
- Supporting customers to enable volume sales. E.g., helping customers to identify applications and use cases for NanoSUN products.
- Ensuring all commercial opportunities are captured in Salesforce in a timely and accurate manner. Adhere to sales team KPIs.
- Identify key exhibitions that align with product focus with clear purpose of NanoSUN attendance.

About You

To be considered for Sales Engineer, you will need:

- Minimum level 3 qualification in a technical subject e.g. BTEC, A Level or equivalent
- Bachelor's degree or equivalent in a STEM subject is desirable
- Management of sales pipelines with some experience of CRM systems is essential
- Experience of proactive sales campaigns that will have included some degree of cold calling – essential
- Sales and commercial experience within the energy or fleet transport sector.
- Previous experience of new technology product development and commercialisation
- A confident communicator
- Willingness to travel to Europe when business needs require it

What we Offer

- Salary Range: £40,000
- Pension Scheme
- 27.5 holiday plus bank holidays
- Flexible working
- Free on-site parking
- Opportunities for professional development
- Cycle to work scheme
- Discounted staff membership to onsite gym

How to Apply

To apply please email the following to abigail.cole@nanosun.co.uk stating the job title in the subject line.

- A full CV
- Current remuneration details
- Confirmation of your eligibility to work in the UK

We are an equal opportunities employer and welcome applications for all suitably qualified persons regardless of their race, sex, disability religion/belief, sexual orientation, or age.